TO: TED

B11.L

LANNY LORRATNE

PEGGY

RICH

DAVE

Please note the following information and act accordingly.

R.J. Reynolds Tobacco Company

2190 Pimmit Drive, #202

Falls Church, Virginia 22043

Jude C. Crouch Chain Accounts Manager

June 6, 1990

TO:

ALL DIVISIONS WITH MOBIL OIL CORP.

(0975-01-02 - 0975-02-02)

SUBJECT: Counter and Carton Plan-O-Grams

Dear Gentlemen:

Enclosed are the most recent counter and carton plan-o-grams for Mobil Oil Corp. locations.

Please have your people use these plan-o-grams to assist in maintaining the two authorized RJR contracts:

> PCD 4K CCD DOR

Sincerely,

. C. Crouch

JCC/tw Encl.

M-2

Cigaret.

6' Plan-O-Gra

MARLBORO KNG LGT 25CT	CAMBRIDGE 100 LGT	ALPINE 100 LGT	DORAL100 MEN LGT	CARLTON 100 BOX	VICEROY 100 LGT
MAFILBORO KNG 25CT	CAMBRIDGE KING LGT	ALPINE KNG LGT	DORAL KNG MEN LGT	CARLTON 100	VICEROY 100
MARILBORO	CAMBRIDGE KING FF	CAMBRIDGE 100 FF	DORAL 100 LGT	CARLTON SKING FILT	VICEROY KNG
100 LGT	MARLBORO 100 LGT MEN BOX	PARLIAMENT KNG LGT BOX	VANTAGE 100 ULT	TAREYTON 100-	CAPRIMOO MEN BOX
MARLBORO	MARLBORO KNG LGT MEN BOX	PARLIAMENT 100 LGT	VANTAGE KNG ULT	PALL MALI 100 FILT RED*	GAPRIMOO BOX:
Carley and	MARLBORO KNG MEN	PARLIAMENT KNG LGT	VANTAGE 100	PALL MALL 100 GOLD	KNG MIED
MARILBORO 100 LGT BOX	MERIT 100 MEN	MERIT 100 ULT MEN	VANTAGE KNG SALEM 100	PALL MALL KNG RED NF	FLAC CKNG FILE CKNG FILE
MARLBORO	MERIT KNG MEN	MERIT KNG ULT MEN	SLIM LGT BOX SALEM	L&M KNG	KOOL 100
KNG LGT BOX	MERIT 100	MERIT 100 ULT	100 LGT SALEM	NOW 100 MEN	NEWPORT
MAFILBORO	MERIT	MERIT KNG ULT	KNG LGT SALEM	NOW 100	NEWPORT
100	KNG	MERIT 100 ULTRA LGT BOX	SALEM KNG	SALEM KNG ULT	NEWPORT KNG
MAFILBORO KNG	MERIT KNG BOX	MERIT KNG ULTRA LGT BOX	WINSTON 100 LGT	SALEM 100 ULT	TRUE MEN KNG
MARLBORO 100 BOX	B&H 100 DLX ULT MEN	VIRG SLM 100 ULT MEN BOX	WINSTON KNG ULT	WINSTON 100 ULT	TRUE BLUE 100
nghua mondi ng ng 86, apademinindeh Sohapta 6 (ding	B8H 100 DLX ULT	VIRG SLM 100 ULT BOX	WINSTON KNG LGT	MORE 120 MEN	TRUE BLUE KNG
	B&H 100 LGT MEN	VIRG SLM 100 LGT MEN	WINSTON 100	MORE 100 LGT	KENT KNG GOLD LGT
MARLBORO KNG BOX	B&H 100 LGT	VIRG SLM 100 LGT	WINSTON KNG BOX	CAMEL KNG LGT	KENT 100
**	B&H 100 MEN	VIRG SLM 100 MEN	WINSTON	CAMEL KNG FILT	KENT KNG
	B&H 100	VIRG SL100	KNG	CAMEL REG	KENT KNG
Row 6	Row 5	Row 4	Row 3	я вож 2 Н Н Н Н Н Н Н Н Н Н Н Н Н Н Н Н Н Н Н	Row 1

Legend	(8000) 155 s
Lorillard	31. 1333 1. 22. 23. 24. 44.
Brown 8	Williamson
Liggett RJR	Trouble as
28 Phillip N	
America	niasan at la Ngaran

Cigarettes

5' Plan-O-Gram

Row 6 7 High	Row 5 5 High	Row 4 5 High	Row 3 5 High	Row 2 5 High	Row t 5 High
	B&H 100	VIRG SL100	KNG	SALEM KNG	KENT KNG
MARLBORO KNG BOX	B&H 100 MEN	VIRG SLM: 100 MEN	WINSTON	SALEM 100	KENT KNG.
BUA	B&H 100 LGT	VIRG SLM 100 LGT	WINSTON KNG BOX	SALEM KNG LGT	KENT 100 x 1
MARLBORO 100 BOX	B&H 100 LGT MEN	VIRG SLM 100 LGT MEN	WINSTON 100	SALEM 100 LGT	KENT KNG GOLD LGT
MARLBORO.	B&H 100 DLX ULT	VIRG SLM 100 ULT BOX	WINSTON KNG LGT	SALEM 100 ULT	TRUE BLUE KNG
100	B&H 100 DLX ULT MEN	VIRG SLM 100 ULT MEN BOX	WINSTON 100 LGT	MORE 120	TRUE #4 BLUE 100-
MARLBORO	MERIT KNG BOX	MERIT KNG ULT	WINSTON	MORE 120 MEN	NEWPORT
KNG LGT BOX	MERIT KNG	MERIT 100 ULT	KNG FILT CAMEL REG	NOW 100	NEWPORT.
LGT BOX MARLBORO	MERIT 100	MERIT KNG: ULT MEN:	KNG LGT	NOW 100 MEN	KOURKNG.
MARLBORO	MERIT KNG MENY (5.00)	MERIT 100	KNG	L&M KNG	KOOETOU
MARLBORO	MARLBORO KNG 25CT	PARLIAMENT 100 LGT	VANTAGE 100 VANTAGE	PALL MALL KNG RED NF	€100 B OX
MARLBORO 100 LGT	MARLBORO KNG LGT 25CT	PARLIAMENT KNG LGT BOX	VANTAGE 100 ULT	TAREYTON 100	CAPRIMIDO MEN BOX
MARLBORO KNG MEN	CAMBRIDGE KING FF	CAMBRIDGE 100 FF:	DORAL KNG LGT	CARLTONG KNG FILT	(VICEHO)
MARLBORO KNG LGT MEN BOX	CAMBRIDGE KING LGT	ALPINE KNG LGT	DORAL 100 LGT	CARLTON (100 100 100 100 100 100 100 100 100 10	VICERÓY 100
MARLBORO 100 LGT MEN BOX	CAMBRIDGE 100 LGT	ALPINE 100 LGT	DORAL 100 MEN LGT	CARLTON 100 BOX	VICEROY 100 LGT

Legend	_
Lorillard	ı
Brown & Williamson	
Liggett	
□ RJR	ı
Phillip Morris	ı
American	ı

Cigareth 9' Plan-O-Gran

Sales Care

Brown & Williamson

Phillip Morris American

WALESTO WAL	8_ 8	IN LEU PO		•
CAMERICE ALPRE ROSE ROSE ROSE ROSE ROSE ROSE ROSE RO	_	The state of	A CONTRACTOR OF THE PARTY OF TH	1 _
CAMERICE ALPRE PROGRETIVE PROGRETIVE CAMERICE PROGRETIVE CAMERICE PROGRETIVE	3	CALTON	NOBION :	Brown &
CAMPTINE COMPTINE COM		ST. TOURS	PALECHIO ING PEUS	
WALDOO WALDOO		10.15 10.15	(Purcay)	
WALECO KEITHOO WALECO KEIT WA	j	CATION	Many.	Armerican
MATEORO MATEORO 1001GTMP1 MATEORO 1001GTMP1 MATEORO 1001GTMP1 MATEORO 1001GTMP1 MATEORO 1001GTMP1 MATEORO MA	VANTAGE 100 U.T.	TATE TONE OF	APPLION APPLIANCE	
MATICOO MATICOO MATICO MATI		PALLWALL	CAPTA TON	
MATTECH MATTEC	VAVTACE TO	PALIMALS	MUBCM	
MONEX MONTON WALUSTO, ULTALLOT ECK. WATUSTO, ULTALLOT ECK. WORLINGS WATUNEST PARLWEST PORLWEST PORLWES		SARATON ST SI MIGITI ST BOW SA	M.Dr.	
MATUSTO, ULTRALIST MOMBY MOMBY PARAMENT PARAMENT PARAMENT PARAMENT PARAMENT POLICIT PARAMENT POLICIT PARAMENT POLICIT PARAMENT POLICIT PARAMENT POLICIT POLICI	KAKS FEED NE	EVC120		
PARAMEST HON WITH IND PARAMEST HONG WITH IND WIT	SW.Palvoo	O-ESTET FILLDING	HT WE	. (14)
PARLWASH WAY	SALEA	CRAHONS	KOC 100 G	
PARIMARY PORTURNAMENT PARIMARY	NO.	SYLEM	NEWOHI 100STP	
BEH TONGE WAS THE WAS SAW OF SEAL OF THE WAS SAW OF TH	5	SVEW	NEWYORI KOOSTIP RO	
BEHTODOX BEHTOD GENTAN BEHTOD GENTAN BEHTOD GENTAN BEHTOD GENTAN BEHTOD GENTAN BEHTOD GENTAN BEHT GOLGT UTHENBOAR UTHENBOAR BEHT GOLGT UTHENBOAR UTHENBOAR WINGSMAND UTHENBOAR WINGSMAND UTHENBOAR WINGSMAND UTHENBOAR WINGSMAND UTHENBOAR WINGSMAND UTHENBOAR WINGSMAND WINGSMAND UTHENBOAR WINGSMAND	£ 5	SMEN	KEWPOHIT :	•
BEHTOD METER DAXLUT PASS BEHTOD MAGISTA LIGTMEN MAGISTA LIGTME	5 5 5 7	IMIMI	NEWLOST	
BEHYOO LGTARN POLGT EWHYOO LGTECK LGTECK LGTECK WAGGEN LGTARN	WASTON	SVEM	NEWFORI ANGBOX	
ENHYO NYOBON. ESTANO NYOBUNY ESTANO NYOBUNY TOUGT NYOBUNY UTINGNECK ESH TOUGT TOUGT NYOBUNY UTINGNECK TOUGT VYOBSMYO UTINGNECK VYOBSMYOO UTINGNECK VYOBSMYOO UTINGNECK VYOBSMYOO VYOBSMYOO VYOBSMYOO VYOBSMYOO VYOBSMYOO		W.M.W	NEWPORIT:	
EMHOO WASSIM LETIMEN WASSIM EMH TEOUGT UTHACHECK EMH WASSIMIOO UTHACHECK WASSIMIOO UTHACHECK WASSIMIOO WASIMIOO WASSIMIOO WASS	WASTONIAGO	NO _M	THE	
BAH 120GT 100GT WINSSAMO UTHORICX UTHORICX WINSSAMO WINSSAMO WINSSAMO WINSSAMO WINSSAMO	WEICH	NOW100	TRUE	
WINGSLAWO UNINGHISOM UNINGSLAWO UNINGSLAWO UNINGSLAWO UNINGSLAWO UNINGSLAWO UNINGSLAWO UNINGSLAWO UNINGSLAWO	, E.G.	MOFC 120 MEN	THE	
BAH WFGSAR100 100ACN ULTECK VFGSSAR100 LGTAGN: VFGSSAR	Z)	MCRETEO	KENT KO SOLD LST	
/	<u>. </u>	CAMB. 100LGT	KENTING	
WEGSW	VANSTON	CAMA. PAIGLGT	IGENT 100	
1001031		CAME. KNGFLT	KBATIWAS	
BUHTON WITGSUM WA	WASION	CAMB ING FL160K	KENT100	:
Wr0 S.100		CAMB. P.C.B	KBATIONS -	

Cigarettes 7' Plan-O-Gram

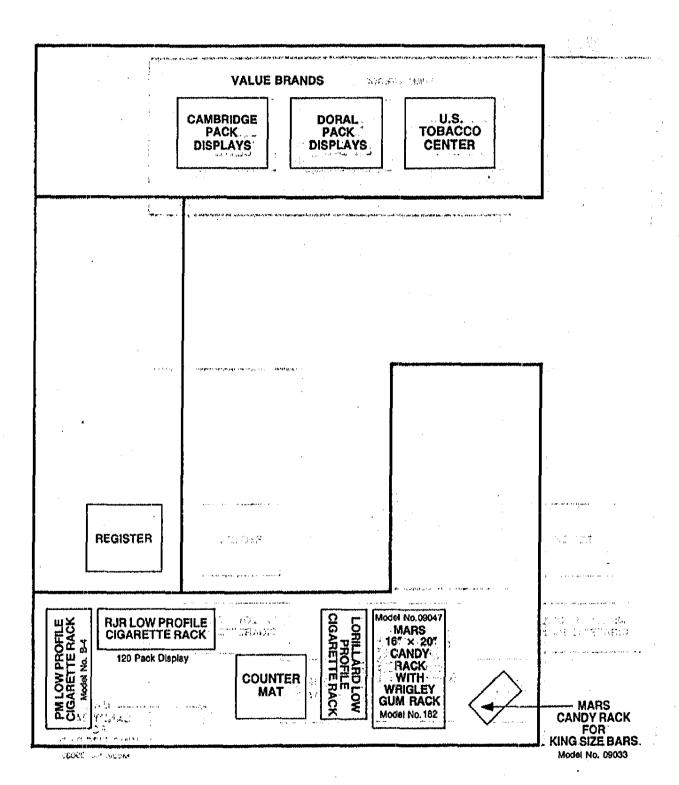
MARLBORD HNG	CAMERIDGE	ALPINE	DORAL	MUEU	VICERON'S
rasci	100LGT	KNGLGT	100MENLGT	100LGT	iorei 🐉
MARLEORO ING 25CT	CAMBRIDGE KING LGT	ALPINE 100LGT	DORAL 100LGT	CAPLTON 100MEN	VCETOY:
MATROBO	CAMERIDGE 100FF	ALPINE 100FF	DORALKNG MENLOT	CAPLTON KNGMEN	VICETOWN KNG
1001.61	CAMERIOGE KING FI	ALPINE KNG	DORAL KNG LGT	CARLTON.	CAPFI 1001 MENBOX
	MALBORO 100LGT	PARLAMENT	SALEM 100 ULT	TAREYTON 100	CAPRI 100 P
MARIBORO MIGLOT	MENBOX MARLPORO KNGLGT	PARLAMENT	SALEM KNGULT	PAU MAU 100FLT	KCOLKNG 30
ARISTRO NO. 15	MENBOX MANLBORO	100131	SALEM100 SIMLGT	PAU.MAU	KCOLKNG MLD>⊹⊹
MATURORO 10)	KNOMEN	PAPLIAMENT	BOX SALEM 100	100GOLD	KCOL KNGJ BOX
LGTBOX	100MEN	MERT 100 ULTMEN	han ya manafirika samunda aya da abananin da	PAULMALL KNGREDNE	
MARLECRO'''	MERIT KING MEN	MERITKNG	SALEM NNG	LAMKNG	KCOLKNG FLT
BOX	MERTT 100	ULTMEN MERIT	SALEM	SALEM 1001.GT	
MARLEORO	MERTI KNGULT	MERT 100	100 LGT SALEM	SALEM	NEWPORT
10)	WEAL	ULTRALGT BOX	KNGLGT	MORE 120 MEN	KNGLGT
	MEDII KNS	MERTITIONG LULTPALGT BOX	WINSTON 100 LGT	MORE 120	NEWPORT 100 LGT
MALEODO .	KNG BOX B&H 100	VIRGISLM 120LGT	WINSTON KNGULT	VANTAGE	NEWPORT KNGBOX
KMG	DIXUTMEN	MEN VIRGSUM	WINSTON KNGLGT EOX	100U.T	NEWPORTI KNG
•••	B&H100 DLXULT	120 LGT VIFIG SLM	WINSTON 100LGT	VANTAGE 100	TIFILIE BLUE 100
MAPLEORO 10)BÓX	BSH100 LGTMEN BOX	MENBOX VIRGISIM	WINSTON KNGLGT	VANTAGE KNG	THUE MENKING
estantin de antiqui (na esta cascantra el bindo	BRH100 LGT BOX	100ULT BOX	WINSTON 100	CAMER. 100 LGT	THUE BULEKNG
	BRH 100 LGTMEN	VIAG SUM 100 LGT	WINSTON	CAMEL. KNG LGT	COTDICU KEALKAC
MVRLBORO KNGBOX	B&H100 LGT	NAC STM 100 TQL		CAMELKING FILT BOX	KENTKNG U
•••	B&H100 MJN	VIPG SLM 100MEN	WINSTON KNG	CAMEL KNG FILT	KENT 100
	B&H100	VIRGSUM 100		CAMBL REG	Kent kn g
	Acres a era arresqui qui gragari gilga aggari	99 - 11 - 12 - 12 - 12 - 12 - 12 - 12 -	1	frequencial production of the control of the contro	
Row § 7 High	Row 5	Bow 4	Row 3 5 High	Row 2 5 High	Row 1 5 High

L	Legend :				
71	· [2] Lorillard				
OF 	Brown & Williamson				
33 17	Liggett				
.	[] RJR				
 	Phillip Morris				
(159 (179	III American				
. Jb.	e Marie Carlos Carres				

100 to the contract of the con

Transaction Count

Register Counter



3. 193.142

8' Two Register Counter

